REP HEADLINE# 8429089
\*\*\* UNAPPROVED REV #4 \*\*\*

REP: TEL# 703-528-9382 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP OCT28/16 14.38

| N             |                | LINE#:REP |    | T.H.     | * S. X.       | CON CM **  | REP: REV<br>REM<br>BUY<br>ADD<br>REV<br>PLE.<br>THA | CITY TAX | FLIGHT DA | PRDCT EI  | ORDER #  |             |         | AGY # | ADV #            |  |
|---------------|----------------|-----------|----|----------|---------------|------------|-----------------------------------------------------|----------|-----------|-----------|----------|-------------|---------|-------|------------------|--|
| מ             | AGENCY         | # CD      |    | ELLISON  | SMART MEDIA   | **** T]    | OVED<br>OVED<br>OVED<br>TTL<br>ASE<br>NKS!          |          | DATES_O   | ELLISON   |          |             |         |       |                  |  |
| NOO X   NOO X |                | TIME      |    | FOR C    | Ω             | THIS IS    | SPOT<br>SPOT<br>DDED<br>INE 2<br>\$6,4              | ω        | OCT26/1   | FOR C     |          |             |         | AGY.  | ADV.             |  |
| k<br>C        | ADVERTISER C   | PERIOD    |    | CONGRESS | GROUP SUBSCRI | A CASH     | O E Z                                               | STATE I  | 9         | CONGRESS  |          |             |         | NAME  | NAME             |  |
|               | CODE<br>=      |           |    | W        | SUBSCRIBES    | NI         | SA                                                  | TAX      | NOV6/1    |           | CON      | ALEXA       | 1427    | SMART | POLI/G           |  |
| )             | = ELL:<br>ORDR | LGTH :    |    |          | BES TO        | ADVANCE    | 2,4,8,1<br>MISTAKE                                  |          | 16 WK-    | EST#****  | CONTRACT | ALEXANDRIA, | LESLIE  | MEDIA |                  |  |
|               | S              | S E C     |    |          |               |            | 7<br>SO 11                                          | 0        | -2        | COMMENTS: | # 8429   | VA 22       | AVE     | GROUP | ELLISON/R/CON/LA |  |
|               | AGENCY         | 77        |    |          | SPOTDATA E    | SCHEDULE 4 | WAS                                                 | CO-OP I  |           |           | 680      | 301         |         |       | CON/L            |  |
|               | ·<br>ESH<br>#  | RATE      |    |          | ELECTRONIC    | * * *      | REMOVED                                             | BILLING  |           | (LINE,    |          |             |         |       | A                |  |
|               | = C26N06       |           |    |          |               |            | O                                                   | G NEEDED |           | ORDER,    |          |             |         |       |                  |  |
|               | 0<br>N         | START     | 1  |          | INVOICING     |            |                                                     | ED       |           | INVOICE)  |          | 1           | 1       |       |                  |  |
|               |                | : EN      |    |          | G<br>G        |            |                                                     |          |           | CE)       | CLASS:   |             | SALES   | BUYER | REP.#            |  |
|               |                | END :S    | 5  |          |               |            | 6                                                   |          |           |           | : NATL.  |             | PRSN    | NAME  |                  |  |
|               |                | :SPTS: W  | 2  |          |               |            | 02 90                                               |          |           |           |          |             | WA-     | NANCY | OFF.#            |  |
|               |                | WEEK :    | -  |          |               |            | 0                                                   |          |           |           | LOCAL    |             | MATTHEW | RUBIN | *                |  |
|               |                | ם -       |    |          |               |            |                                                     | DATE     |           |           | R        |             | W WURM  |       | S                |  |
|               |                | DAYS      | 63 |          |               |            |                                                     | OCT28/16 |           |           | REGIONAL |             | м (н)   |       | SALESMAN #       |  |
|               |                | : TOTL:   |    |          |               |            |                                                     | 16 14.   |           |           | Ľ        |             |         |       | Ź<br>#           |  |
|               |                | S. I.     |    |          |               |            |                                                     | 38       |           |           |          |             |         |       |                  |  |

PROGRAM : CON COM1:

7NWS ER SUNRISE 7NWS ER SUNRISE

REP HEADLINE# 8429089
\*\*\* UNAPPROVED REV #4 \*\*\*

REP: TEL# 703-528-9382 FAX# 703-516-9680

CREDIT ADVISORY: AGENCY CREDIT RISK !!!

ORDER WORKSHEET HARRIS REPORT FROM REP OCT28/16 14.38

\*\*CHANGES\*\* \*\*\* KPLC-TV \*\*\*

| PLE              | rs *-MULTIPLE  | Z-COMMENTS        |            | TE Y-DAYS | X-LATE   | T-TIME  | OTS PER WEEK    | R-RATE S-SPOTS | Q-PAID PGM           | P-CLASS, PLAN, SECT        |
|------------------|----------------|-------------------|------------|-----------|----------|---------|-----------------|----------------|----------------------|----------------------------|
| H<br>·           | N-PROGRAM NAME |                   | M-MAKEGOOD |           | L-LENGTH | F DATES | DE-DELETE E-EFF | C-CANCELLED DE | B-BUY TYPE           | MOD CODE A-ADD             |
|                  |                |                   |            |           |          |         |                 |                |                      | SVC- NONE<br>DEMOS- RA35+* |
|                  |                |                   |            |           |          |         |                 |                | Ω                    | ACCURATE SHARES            |
|                  |                |                   |            |           |          | NVHP 0% | % CABL 0%       | % KVHP 23%     | \$26,154 KPLC 77%    | MARKET TOTALS              |
| \$6,470.00<br>10 | TOTAL \$6      | CONTRACT<br>TOTAL | CON        | i i       |          |         |                 | \$5,470.00     | NOV/16               | OCT/16 \$1,000.00          |
|                  |                |                   |            |           |          |         |                 |                | 1: MIDDAY NEWS       | PROGRAM : CON COM1:        |
| Н                | M-TU           |                   | Д          | 11/1      | /31      | 10/3    | \$110.00        | 30             | 1130A-1200N          | 28 A                       |
|                  |                |                   |            |           |          |         |                 | स्य            | 1: 7NWS ER SUNRISE   | PROGRAM :                  |
| 0                | FRI            |                   | 0          | 11/4      | 42       | 11/4    | \$109.12        | 30             | 500A-530A            | 27 A                       |
|                  |                |                   |            |           |          |         |                 | ISE            | 1: 7 NEWS AT SUNRISE | PROGRAM : CON COM1:        |
| 0                | TUE            |                   | 0          | 11/1      | ב        | 11/1    | \$430.00        | 30             | 530A-700A            | 17 S                       |
|                  |                |                   |            |           |          |         |                 |                | 1: 7 NWS LIVE-5      | PROGRAM : CON COM1:        |
| 0                | MON            |                   | 0          | 10/31     | /31      | 10/     | \$1,010.00      | 30             | 600P-630P            | ω<br>Ω                     |
|                  |                |                   |            |           |          |         |                 | E E            | 1: 7 NEWS AT SUNRISE | PROGRAM : CON COM1:        |
| 0                | FRI            |                   | 0          | 11/4      | /4       | 11/     | \$430.00        | 30             | 530A-700A            | 2.                         |
| :TOTL:           | DAYS           | WEEK              | : SPTS:    | : END     | START    |         | RATE            | LGTH : SEC     | ID: TIME PERIOD :    | :LINE#:REP :CD:            |

## CONTRACT



**KPLC-TV Lake Charles** Send all correspondence to: 320 Division Street Lake Charles, LA 70601 (337) 439-9071

www.kplctv.com

And:

Smart Media Group, LLC 1427 Leslie Avenue Alexandria, VA 22301

Contract / Revision Alt Order# POL9089 / 08429089 Product **ELLISON FOR CONGRESS** Contract Dates Estimate # 10/26/16 - 11/06/16 C26N06 Advertiser Original Date / Revision POL/Ellison Greg/R/Congress/LA 10/26/16 / 10/28/16 Billing Cycle Billing Calendar Cash/Trade EOM/EOC Broadcast Cash Property Account Executive Sales Office **KPLC** Matthew Wurm HRP-Washingto Special Handling Demographic Households Agy Code Advertiser Code Product 1/2 1046 **ELLIS** ORDR Agency Ref Advertiser Ref

|                                                                                                                               | Start/End                 | Spots/                    |         |     |            |
|-------------------------------------------------------------------------------------------------------------------------------|---------------------------|---------------------------|---------|-----|------------|
| *Line Ch Start Date End Date Description                                                                                      | Time                      | Days Length Week Rate Rtn | Type Sr | ots | Amount     |
| 1 KPLC 11/04/16 11/04/16 7News Nightcast Start Date End Date Weekdays Spots/Week                                              | 10:00 PM-10:35 PN<br>Rate | :30                       | NM      | 1   | \$1,010.00 |
| Week: 10/31/16 11/06/161 1                                                                                                    | \$1,010.00                |                           |         |     |            |
| D 2 KPLC 11/04/16 11/04/16 7News Early Sunrise                                                                                | 5:00 AM-5:30 AM           | :30                       | NM      | 0   | \$0.00     |
| E 3 KPLC 11/04/16 11/04/16 Live at Five Start Date End Date Weekdays Spots/Week                                               | 5:00 PM-5:30 PM           | :30                       | NM      | 1   | \$600.00   |
| Start Date         End Date         Weekdays         Spots/Week           Week: 10/31/16         11/06/16        1         1  | Rate<br>\$600.00          |                           |         |     |            |
| D 4 KPLC 11/04/16 11/04/16 7News Sunrise                                                                                      | 5:30 AM-7:00 AM           | :30                       | NM      | 0   | \$0.00     |
| D 5 KPLC 10/31/16 10/31/16 7News Early Sunrise                                                                                | 5:00 AM-5:30 AM           | :30                       | NM      | 0   | \$0.00     |
| E 6 KPLC 10/31/16 10/31/16 Live at Five<br>Start Date End Date Weekdays Spots/Week                                            | 5:00 PM-5:30 PM           | :30                       | NM      | 1   | \$600.00   |
| Week: 10/31/16 11/06/16 1 1                                                                                                   | <u>Rate</u><br>\$600.00   |                           |         |     |            |
| E 7 KPLC 10/31/16 10/31/16 7News Sunrise Start Date End Date Weekdays Spots/Week                                              | 5:30 AM-7:00 AM           | :30                       | NM      | 1   | \$430.00   |
| Start Date         End Date         Weekdays         Spots/Week           Week: 10/31/16         11/06/16         1         1 | <u>Rate</u><br>\$430.00   |                           |         |     |            |
| D 8 KPLC 10/31/16 10/31/16 7News at Six                                                                                       | 6:00 PM-6:30 PM           | :30                       | NM      | 0   | \$0.00     |
| E 9 KPLC 11/06/16 11/06/16 Late News Following NFL Start Date End Date Weekdays Spots/Week                                    | 10:00 PM-11:00 PM         | :30                       | NM      | 1   | \$280.00   |
| Week: 10/31/16 End Date Weekdays Spots/Week 11/06/161 1                                                                       | <u>Rate</u><br>\$280.00   |                           |         |     |            |
| 10 KPLC 10/30/16 10/30/16 NFL Football                                                                                        | 7:30 PM-10:30 PM          | :30                       | NM      | 1   | \$1,000.00 |
| <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/24/16                                            | Rate                      |                           | T NIVI  | I.  | φ1,000.00  |
| 11 KPLC 11/06/16 11/06/16 NFL Football                                                                                        | \$1,000.00                |                           |         |     |            |
| Start Date End Date Weekdays Spots/Week                                                                                       | 7:30 PM-10:30 PM<br>Rate  | :30                       | NM      | 1   | \$1,000.00 |
| Week: 10/31/16 11/06/161 1                                                                                                    | \$1,000.00                |                           |         |     |            |
| D 12 KPLC 11/03/16 11/03/16 Live at Five                                                                                      | 5:00 PM-5:30 PM           | :30                       | NM      | 0   | \$0.00     |
| E 13 KPLC 11/03/16 11/03/16 7News Sunrise                                                                                     | 5:30 AM-7:00 AM           | :30                       | NM      | 1   | \$430.00   |
| Start Date         End Date         Weekdays         Spots/Week           Week: 10/31/16         11/06/16        1         1  | <u>Rate</u><br>\$430.00   |                           |         |     |            |
|                                                                                                                               |                           |                           | -       |     |            |

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(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



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Contract / Revision Alt Order # POL9089 / 08429089

Contract Dates Product Estimate # 10/26/16 - 11/06/16 ELLISON FOR CONGREC26N06

<u>Advertiser</u> Original Date / Revision POL/Ellison Greg/R/Cong 10/26/16 / 10/28/16

| *Line Ch Start Date End Date Description                                                                                                 | Start/End<br>Time                              | Spots/<br>Days Length Week | Rate Rtn Type | Spots | Amount             |
|------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------|----------------------------|---------------|-------|--------------------|
| D 14 KPLC 11/01/16 11/01/16 7News Early Sunrise                                                                                          | 5:00 AM-5:30 AM                                | :30                        | NM            | 0     | \$0.00             |
| D 15 KPLC 11/01/16 11/01/16 Live at Five                                                                                                 | 5:00 PM-5:30 PM                                | :30                        | NM            | 0     | \$0.00             |
| D 16 KPLC 11/01/16 11/01/16 7News Sunrise                                                                                                | 5:30 AM-7:00 AM                                | :30                        | NM            | 0     | \$0.00             |
| D 17 KPLC 11/01/16 11/01/16 7News at Six                                                                                                 | 6:00 PM-6:30 PM                                | :30                        | NM            | 0     | \$0.00             |
| Start Date         End Date         Weekdays         Spots/Week           Week: 10/31/16         11/06/16        1         1             | 10:00 PM-10:35 PM<br><u>Rate</u><br>\$1,010.00 | :30                        | NM            | 1     | \$1,010.00         |
| D 19 KPLC 11/02/16 11/02/16 7News Early Sunrise                                                                                          | 5:00 AM-5:30 AM                                | :30                        | NM            | 0     | \$0.00             |
| D 20 KPLC 11/02/16 11/02/16 Live at Five                                                                                                 | 5:00 PM-5:30 PM                                | :30                        | NM            | 0     | \$0.00             |
| D 21 KPLC 11/02/16 11/02/16 7News Sunrise                                                                                                | 5:30 AM-7:00 AM                                | :30                        | NM            | 0     | \$0.00             |
| D 22 KPLC 11/06/16 11/06/16 NBC Sunday Today Show                                                                                        | 7:00 AM-8:00 AM                                | :30                        | NM            | 0     | \$0.00             |
| D 23 KPLC 11/05/16 11/05/16 RI Sat 6-630a                                                                                                | 6-630a                                         | :30                        | NM            | 0     |                    |
| N 24 KPLC 10/31/16 11/01/16 KPLC MIDDAY <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/31/16 11/06/16 MT 1 | 1130-1200n<br><u>Rate</u><br>\$110.00          | :30                        | NM            | 1     | \$0.00<br>\$110.00 |
|                                                                                                                                          |                                                | Totals 0.00                |               | 10    | \$6,470.00         |

| Time Period        | # of Spots | Gross Amount | Agency Comm. | Net Amount |
|--------------------|------------|--------------|--------------|------------|
| 09/26/16 -10/30/16 | 1          | \$1,000.00   | (\$150.00)   | \$850.00   |
| 10/31/16 -11/06/16 | 9          | \$5,470.00   | (\$820.50)   | \$4,649.50 |
| Totals             | 10         | \$6,470.00   | (\$970.50)   | \$5,499.50 |

| Signature: _ | Date: |  |
|--------------|-------|--|
|              |       |  |

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